

EXECUTIVE APPROVAL FORM

CUSTOMER NAME: American Institute of Certified Public Accounts (AICPA)

SECTION I - Approval Requests:

HQAPP Requests:

New approval requests as of February 5th:

1. Seeking approvals for discounts noted below:

Discounts

- a. 46% (ebiz + 26%) discount on the E-business Suite for Professional Users (was 42%)
- b. 99.2% (ebiz + 69.2%) discount on the Ebusiness Suite Employee External User (Restricted Use for Training Administration and iProcurement). (was 99.3%)
- c. Add line item for Non Employee User (Restricted Use for iExpense) with the discount at 70%.

All other price holds and discounts remain the same as previously approved.

Justification:

From an overall perspective, the deal summary did not change significantly from what was approved earlier this quarter;

Latest Contract		Revised Contract	
List License	\$46,493,975	List License	\$46,419,475
List Support	\$10,228,675	List Support	\$10,212,285
Net License	\$1,112,732.50	Net License	\$1,071,983
Net Support	\$244,801	Net Support	\$235,836
Net Total Price	\$1,357,534	Net Total Price	\$1,308,098

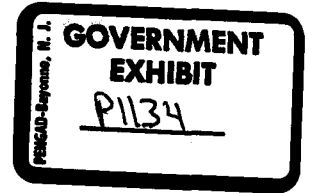
Changing the line item discounts and adding users had a small impact in the overall net licenses (50K) from the previously approved contract. The most notable changes were the Ebus discount (from 42% to 46%) and the addition of restricted Non Employee Users (restricted for iExpenses). The customer needed to change the Ebus discount to fit the business model for when the application is rolled out to all the State Society members. We offset the license fees by lowering the discount on OTA. The customer would like to license a small number of Non Employee Users for the members who provide training at the AICPA events for the purposes of submitting expenses remotely. The customer would like to purchase a minimum number is restricted user licenses. Since iExpenses is bundled into the Non Employee Users, the customer is asking for a 70% discount at the line item level.

2. Changes to the Ordering Document

- a. Update Customer Definition language, paragraph B.3.

Customer Definition. For purposes of this ordering document, you shall be defined as: (i) the company listed at the head of this ordering document, the American Institute of Certified Public Accountants, Inc. ("AICPA"); (ii) the affiliate organization of AICPA, Shared Services Limited Liability Corporation ("SSLLC"); and (iii) the affiliate organization of SSLLC, State Society Networking, Inc. ("SSNI"). Before accessing the programs, SSLLC and SSNI shall agree in writing to use the programs under the terms of this ordering document and the terms of the agreement. ~~AICPA shall be responsible for any breach of such terms by SSLLC or SSNI.~~

The customer would like to go silent on the 'responsibility of breach' language in the customer definition. Or, they would like to identify each of the legal entities in the customer definition being responsible for their own breach of terms.



Justification:

The customer would like the breach of responsibility extend to all three legal entities under the customer definition.

b. Add Source Code Language.

Source Code. Oracle Corporation places its source code to its programs in escrow with a 3rd party escrow company. Such agreement is private and confidential and is not available for release to you. The only condition of release of such source code is in the event that Oracle ceases to be in the business of supporting the programs.

Justification:

The customer would like the source code in escrow in the event Oracle Corporation may go out of business.

c. Add Worldwide Usage Language.**Worldwide Usage:**

In Section A of the ordering document under PROGRAMS, replace "in the U.S./local country/local region" with "worldwide, subject to U.S. export laws"

We are requesting to insert the language below as a new section.

Estimated Worldwide Usage. To enable Oracle to provide support services and accurately report revenue for tax purposes, it is estimated that the program licenses initially acquired hereunder shall be installed and/or accessed in each applicable country as listed on the attached estimated worldwide usage exhibit. Your use of the programs is not limited to these estimates.

United States 100%

Justification:

The customer would like to have the ability to buy and deploy users worldwide.

d. Add Assignment Language.

The customer would like to add assignment language to the effect that they may assign the licenses to any of the entities within the customer definition, with the clarification that if the SLLC were dissolved, the SSNI and AICPA would be assigned the rights.

Justification:

The customer would like to have the language to in the contract that would assign the licenses in the event the SLLC is dissolved.

e. Add Functionally Equivalent Tech Support Language.

The customer is asking to add functional equivalent tech support language (To be inserted In Section B of the ordering document.) Technical Support Level. Technical support is provided under Oracle's technical support policies, which are subject to change and may contain additional terms. The level of technical support provided by Oracle will not be materially reduced for a period of 3 years from the effective date of this ordering document.

Justification:

The customer would like to ensure the level of technical support would not materially reduce if the tech supports policy changes.

- f. Allow termination of the agreement upon breach of the terms of the agreement "in any material respect."

Request to add "material" in the end of agreement section. OLSA on page 3 of 9 under General, request to add "materially" to the paragraph.

Justification:

The customer would like to slightly change the breach of terms language.

- g. Add Indemnification Language.

The customer has requested to add an obligation to defend and hold harmless in addition to Oracle's obligation to indemnify language. As per Oracle legal, Oracle's indemnification obligations should be reduced to the extent that Customer fails to give notice, control, and information, rather than contingent upon Customer's obligations to give notice, control, and information

- h. Add Confidentiality Carve out confidentiality Language.

The customer has requested to add confidentiality carve out language to the contract.

- i. Add Indemnification Carve out Language.

The customer has requested to add indemnification carve out language to the contract.

- j. Change jurisdiction.

The customer has asked to go silent on jurisdiction.

- k. Remove definitions from OLSA that do not apply to the Ordering Document.

There are many terms and definitions in the OLSA that do not apply to the Ordering Document. The customer has requested to add language to the contract that would exclude applicability of the definitions in the OLSA that do not apply to the ordering document.

- l. Add clarification to the definitions of Professional User – External and Non Employee User.

The customer would like to clarify on the ordering document the authorization of external licenses under the Professional User – External and Non-Employee User license types. We are requesting to approve language to the effect of the following: The customer may authorize any individual, who is not customer's employee, contractor, or outsourcer, as a Professional User - External or Non Employee User, provided such use is for customer's business operations only and provided such use is within the quantity of licenses acquired by customer.

- m. Add clause to allow the customer to modify the system

The customer would like permission to modify the system

Justification:

The customer would like to extend the application.

New approval requests as of November 8th:

1. Seeking reapprovals for discounts with the modifications as noted below:

Justification:

We offered this customer basically the same overall contract discounts and price holds in Q1. We ran out of time to get the contract signed at that time. We are requesting to offer the same incentives from last quarter with the changes set forth below:

1. Discounts: **(overall net license fee has increased by \$25K)**
 - a. 80% (ebiz + 50%) discount on Database Products (previously 70%)
 - b. 42%(ebiz + 22%) discount on the E-business Suite for Professional Users (was 40%)
 - c. 99.3% (ebiz + 69.3%) discount on the Ebusiness Suite Employee External User (Restricted Use for Training Administration and iProcurement). **Note that restricted use for Training Adminstration now includes iProcurement. The revenue for this line item has increased from \$170,000 to \$240,00(was 99.5%, its is now 99.3%)**
 - d. 95%(ebiz+ 65%) discount on the Electronic Orders (unchanged)
 - e. 70% (ebiz + 40%) discount on Tutor for Applications **(was 40%)**, 70% (ebiz + 40%) discount on Self Service Tutor for Applications **(was 40%)**, 99.1% (ebiz + 69.1%) discount on iLearning **(was 98%)**
2. Price Holds: 3 year Price Hold on DB and E-Business Suite for Internal and External/electronic orders, same pricing as contract; 5 year price hold on E-Business Add-ons (iLearning, Training and Administration, iProcurement and Tutor) same pricing as contract
3. 5 year flatline support plus a 5% cap for years 6 and 7. **(previously a 5 year flatline was approved)**

Justification for discounts/price hold/flatline:

There is a final contract review meeting with the COO of the AICPA on 11/14. They have asked for an updated contract for this for that meeting. There is an outside chance there may be another round of approvals.

The large discounts on the original contract were necessary due to the application programs needed to support all 340,000 AICPA members (i.e.. OTA and iLearning). The list price for these programs is \$44M (Note, the OTA program is bundled into the Employee User of the Ebusiness suite).

From an overall perspective, the deal summary did not change significantly;

Original Contract		Revised Contract	
List License	\$49,428,705	List License	\$46,493,975
List Support	\$10,874,3315	List Support	\$10,115,374.50
Net License	\$1,084,223	Net License	\$1,112,732.50
Net Support	\$238,539	Net Support	\$244,801.15
Net Total Price	\$1,322,752	Net Total Price	\$1,357,534

By changing the type of users, line item discounts and adding users, there was a reduction in the overall list licenses and

increase in the overall net licenses. The most notable changes were in the reduction in OTA users from 350,000 users (members) to 340,000 users, the addition of Professional Users for the AICPA employees and the addition of iProcurement for all the AICPA members (Like OTA, iProcurement is part of the External Employee User bundle). Also, the customer did want to add External Professional Users, External Employee Users and Internal Employee Users of the E-business suite as well.

The change in revenue associated with the discount on the database (70% to 80%) and Tutor (40% to 70%) were relatively insignificant to the overall size of this transaction.

The budget for this project is \$1.3M for software and 1st year support. We are trying to accommodate the customers requests while still maintaining the spirit of the original deal.

Since proposing the deal in August, the customer had the opportunity to evaluate other applications in the E-business suite. Most notably was iProcurement. Although they recently purchased a less expensive self-service procurement system, they realize the Oracle solution meets their business needs and will be easier and less riskier to deploy to the members. They will reconsider their decision to implement the other solution provided Oracle can work within the budget constraints for that project.

Support flatline: The list license on this contract is \$46M. The customer is concerned the cost of support may dramatically increase at the end of the support price hold if Oracle were to change out technical support policy to a percentage of the list licenses. Since Oracle will not agree to a perpetual 5% tech support cap after the flatline period, they would like some price protection after the 5 year flatline period.

2. Changes to the Oracle License and Services Agreement

n. Approval to define a customer

There are 3 entities that the customer wants to include within the scope of the customer definition: (i) the AICPA, (ii) State Society Networking, Inc, and (iii) Shared Services LLC. The Shared Services Limited Liability Corporation (SSLLC) is a joint venture of the AICPA and State Society Networking, Inc. The State Society Networking, Inc is a nonprofit organization made up of only a handful of employees and is funded (but not owned) by the state CPA societies. The SSLLC's initial focus is to design, develop, and deploy a national database enabling the AICPA and state CPA societies to reduce aggregate operating costs and eliminate redundancies. Legal has recommended the following language can be used in this case subject to HQAPP approval:

Customer Definition. For purposes of this ordering document, you shall be defined as: (i) the company listed at the head of this ordering document, the American Institute of Certified Public Accountants, Inc. ("AICPA"); (ii) the affiliate organization of AICPA, Shared Services Limited Liability Corporation ("SSLLC"); and (iii) the affiliate organization of SSLLC, State Society Networking, Inc. ("SSNI"). Before accessing the programs, SSLLC and SSNI shall agree in writing to use the programs under the terms of this ordering document and the terms of the agreement. AICPA shall be responsible for any breach of such terms by SSLLC or SSNI.

o. Non applicable program definitions

The customer is requesting to remove program definitions from the contract that do not apply to the programs listed on the Ordering Document. This would mean remove the component based program metrics for the applications.

p. Order of Precedence

The customer is requesting that the ordering document take precedence over the OLSA.

Justification:

If the negotiated changes to the OLSA are put into the Ordering Document, they would like to OLSA to take precedence.

q. Customer Reference language

The customer is requesting that we better define participation in customer reference program. They want to minimize any contact until the system is in production and we have completed the project successfully.

Justification:

They do not want to lose focus on the project by support reference calls and site visits. They would be happy to participate after the system is in production.

r. AICPA Member (Ordering Document language)

In the previously drafted contract, the following language was added to the Ordering document:

You must maintain: (1) the number of E-business Suite Non-Employee Users licenses and, (2) the number of Trainee licenses for iLearning for all AICPA members.

The customer feels this language restricts the usage of these programs to just the AICPA members. They would like to add language to the Ordering document, which will enable them to use these programs beyond the AICPA members (i.e State Societies members and other association members). Please approve so that Legal can modify accordingly.

Justification:

The intent of this paragraph was to ensure the customer licensed all the AIPCA members as a minimum and to ensure that as they grow their membership, they need to purchase additional licenses. Ron Wohl's approval read "... approved provided we add a sentence which clarifies that all members of AICPA shall be licensed as non-employee users (for purposes of OTA) and trainees (for purposes of iLearning) so as to ensure that as they grow their membership, they need to purchase additional licenses."

Revised Deal Summary	
Programs	Database Products; Database Enterprise Edition, 8 Processors IAS, 8 Processors IDS, 2 named users Discoverer Desktop, 25 named users Application Products Ebusiness Suite 185 Professional users Ebusiness Suite 40 Professional users – External Ebusiness Suite 295 Employee users Ebusiness Suite 1600 Employee users – External Electronic Orders, 500,000 orders per year Ebusiness Suite 340,000 employee users (External Users) Ebusiness Suite Add On Electronic Orders, 500,000 orders per year Tutor for Applications, 225 users Self Service Tutor for Applications, 480 users iLearning 340,000 trainees
Database Products License Discount	80% (ebiz + 50%)
Database Products Support Discount	80% (ebiz + 50%)
Ebusiness Suite License Discount (applies to Professional Users, Professional Users – External, Employee Users, Non-Employee – external)	42% (ebiz + 22%)
Ebusiness Suite Support Discount	42% (ebiz + 22%)
Ebusiness Suite Employee User (Restricted Use for Training Administration and iProcurement) License Discount	99.3% (ebiz + 69.3%)
Ebusiness Suite Employee User (Restricted Use for Training Administration and iProcurement)	99.3% (ebiz + 69.3%)

Support Discount	
Ebusiness Suite Add On License Discount	
Electronic Orders	95% (ebiz + 65%)
Tutor for Applications	70% (ebiz + 40%)
Self Service Tutor for Applications	70% (ebiz + 40%)
iLearning	99.1% (ebiz + 69.1%)
Ebusiness Suite Add On Support Discount	
Electronic Orders	95% (ebiz + 65%)
Tutor for Applications	70% (ebiz + 40%)
Self Service Tutor for Applications	70% (ebiz + 40%)
iLearning	99.1% (ebiz + 69.1%)
Price Holds	As requested above
List License	\$45,978,975
List Support	\$10,115,374.50
Net License	\$1,112,732
Net Support	\$244,801.15
Net Total Price	\$1,357,533.65
Price List Used	Aug 2, 2002

3. JE for outstanding XBRL membership fees

A JE of \$12.5K from Sales to Product Development for outstanding XBRL membership fees.

The AICPA is the founder and sponsor of an international financial reporting standard called XBRL. XBRL (eXtensible Business Reporting Language) is an open specification for software that uses XML (Extensible Markup Language) data tags to describe business reporting including financial information. It provides users with a standard format in which to prepare reports, presented in a variety of ways, and in which information can be exchanged between software applications.

In 1999, an Oracle marketing employee attended an XBRL seminar/workshop hosted by the AICPA. By attending this event, the AICPA assumed Oracle had become a member and had agreed to pay the annual fees. Subsequently, the committee invoiced Oracle each year since then. Oracle Marketing denies that anyone ever agreed to sign up and pay the membership dues. In addition, there is no credible documentation supporting their claim for Oracle's participation. However, the AICPA feels they cannot implement a new financial system using a vendor's software package that is not XBRL compliant or at the very least in the process of becoming compliant to this standard.

Oracle Development is now participating in the XBRL initiative and is willing to pay the current membership fees. The AICPA has asked for a commitment from Oracle to pay the past membership dues before they will sign the license contract. Since Development is leading Oracle's participation in this initiative going forward, we are seeking an approval for a JE from Sales to Development for the negotiated fees of \$12.5K so that Development can pay for the past dues.

This has been discussed with REVREC and HQAPP and they have advised as follows: (note from HQAPP on 10/1)

"given that it is not for certain that we agreed to this and since it is being done in conjunction with a license deal, we would feel more comfortable with it being a JE out of license instead of an expense.

If sales wants to go that route, they should send it up for approval. Please make sure that development is willing to pay the bill provided they get the JE. If they approve and sales management approves, then send it to us and if nothing else comes up, Safra will agree as well."

Q1 HQAPP approved requests:

1. Discounts:

- a. 70% (ebiz + 40%) discount on Database Products
- b. 40%(ebiz + 20%) discount on the E-business Suite for Professional Users
- c. 99.5% (ebiz + 69.5%) discount on the Ebusiness Suite Employee External User (Restricted Use for Training Administration)
- d. 95%(ebiz+ 65%) discount on the Electronic Orders
- e. 40% (ebiz + 30%) discount on Tutor for Applications
40% (ebiz + 40%) discount on Self Service Tutor for Applications
98% (ebiz + 68%) discount on iLearning

Note: Ron Wohl has approved provided we add a sentence which clarifies that all members of AICPA shall be licensed as non-employee users (for purposes of OTA) and trainees (for purposes of iLearning) so as to ensure that as they grow their membership, they need to purchase additional licenses.

2. Price Holds: 3 year Price Hold on DB and E-Business Suite/electronic orders, same pricing as contract; 5 year Price hold on E-Business Add-ons (I Learning & Training and Administration, Tutor) same pricing as contract
3. 5 year flatline support

SECTION II – Deal Summary:

Deal Summary	
Programs	<p>Database Products;</p> <p>Database Enterprise Edition, 8 Processors</p> <p>IAS, 8 Processors</p> <p>IDS, 2 named users</p> <p>Discoverer Desktop, 25 named users</p> <p>Application Products</p> <p>Ebusiness Suite 147 professional users</p> <p>Electronic Orders, 4,900,000 orders per year</p> <p>Ebusiness Suite 340,000 employee users (External Users)</p> <p>Ebusiness Suite Add On</p> <p>Tutor for Applications, 147 users</p> <p>Self Service Tutor for Applications, 147 users</p> <p>iLearning 340,000 trainees</p>
Database Products License Discount	70% (ebiz + 40%)

Database Products Support Discount	70% (ebiz + 40%)
Ebusiness Suite License Discount	40% (ebiz + 40%)
Ebusiness Suite Support Discount	40% (ebiz + 40%)
Ebusiness Suite Employee User (Restricted Use for Training Administration) License Discount	99.5% (ebiz + 69.5%)
Ebusiness Suite Employee User (Restricted Use for Training Administration) Support Discount	99.5% (ebiz + 69.5%)
Ebusiness Suite Employee User (Restricted Use for Training Administration) License Discount	95% (ebiz + 65%)
Ebusiness Suite Employee User (Restricted Use for Training Administration) Support Discount	95% (ebiz + 65%)
Ebusiness Suite Add On License Discount	
Tutor for Applications	40% (ebiz + 30%)
Self Service Tutor for Applications	40% (ebiz + 40%)
iLearning	98% (ebiz + 69%)
Ebusiness Suite Add On Support Discount	
Tutor for Applications	40% (ebiz + 30%)
Self Service Tutor for Applications	40% (ebiz + 40%)
iLearning	98% (ebiz + 69%)
Price Holds	As requested above
List License	\$48,428,705
List Support	\$10,541,015
List Comp & Admin	
Net License	\$1,079,223
Net Support	\$237,429
Net Comp & Admin	
Net Total Price	\$1,316,652
Price List Used	Aug 2, 2002

SECTION III - Justification:

Attached is the executive approval form for the American Institute of Certified Public Accountants opportunity. This is an extremely competitive sales cycle against Siebel and JDE. The customer has been working with D&T and Siebel/JDE on the viability of a customized CRM/ERP solution to meet the AICPA's membership, dues and events management requirements. Oracle came into this opportunity at the end of the sales cycle and spent the last 6 weeks demonstrating the Oracle solution is a better fit with a lower Total Cost of Ownership. The executives and board members met on 8/14 and selected Oracle. We are asking for aggressive discounts on the Database Products and E-business Suite due to the competitiveness of the opportunity and the large number of external users (members).

You are told by Deloitte that based on TCO, you are about a 100K less (software and support), DIDN'T FIND THAT OUT UNTIL AFTER THE SELECTION WAS MADE./JDE and Seibel – Seibel has been in there for almost two years, they were ready to make a decision,

The American Institute of Certified Public Accountants has over 300,000 national and state members. Each member has to maintain certification by attending training classes and accumulating training credits. To support that process within the Oracle Ebusiness Suite, AICPA would require licensing the Training Administration and iLearning modules. The cost of licensing the Training Administration module is \$30M at list price. The cost of licensing the iLearning module is \$9M at list price. In both cases, the Oracle pricing matrix would make it cost prohibitive for the customer to move forward with Oracle. We are asking for significant line item discounts for both applications, 99.9% for Training and Administration and 99% for iLearning. Since the Training and Administration application is bundled in the Ebusiness Suite for External Employee users, we are asking that the contract be written to include restricted usage of the application.

The AICPA sells publications over the web. They are looking to implement iStore for their e-commerce site. The selling price for each publication ranges from \$3 to \$20. They process about 4,900,000 orders per year over the web. Under Oracle's transaction based pricing matrix for the Electronic Order's application, they would lose significant margins for each order processed. They are asking that we discount this product so they can still maintain acceptable margins..

We are replacing Microsoft (who gave AICPA \$Millions to build their CPA to Biz website – built on all Microsoft technology

Oracle Consulting is partnering with D&T on the implementation. In addition to \$1M in license revenue, this opportunity could represent another \$2M in consulting services revenue for OCS.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: *(Matthew Angelos, ASM: Joseph Dibartolomeo, AVP)*

Field RM name if submitted by iSD:

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW

WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION V – Ordering Document Details

Instructions - Fill in all sections completely.

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at <http://esource.oraclecorp.com>

PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.

PRICING SPREADSHEET – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.

MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.

General Information	
Contract requested by (insert date):	8/26/2002
Opportunity I.D. (OSO Number):	819547
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	<input type="checkbox"/> Yes (specify non-supported license type and eBusiness license type used to determine conversion) <input checked="" type="checkbox"/> No
Quote Valid Through (insert date):	11/30/2002
Partner (insert name, if applicable)?	Margin or % of net license fees _____
VAD (insert name, if applicable)?	Margin or % of net license fees _____
MIGRATIONS OR UPDATES:	<input type="checkbox"/> Yes <input type="checkbox"/> No
PREMIUM SERVICES:	<input type="checkbox"/> Yes <input type="checkbox"/> No
INCIDENT PACKS:	<input type="checkbox"/> Yes <input type="checkbox"/> No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	<input type="checkbox"/> Yes <input type="checkbox"/> No
Payment Terms:	<input checked="" type="checkbox"/> Net 30 <input type="checkbox"/> Other (Specify) _____
Referenced Agreement:	<input type="checkbox"/> New OLSA <input checked="" type="checkbox"/> Other (Specify) OLSAv021402

Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	American Institute of Certified Public Accountants
Business Address:	1211 Avenue of the Americas
City / State / Zip:	New York, NY 10036-8775
Customer Contract Admin:	Brent johnson, COO of the Shared Services
Phone #:	tel. 212/596-6200
Fax #:	fax 212/596-6213
E-mail ID:	<u>BJOHNSON@SHAREDSEVICESLLC.COM</u>
Billing Contact:	
(Partner/VAD if Indirect):	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Exempt ____ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt ____
Shipping Contact:	
	Same as above
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Technical Support Contact:	
	Same as above
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
Email ID:	
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	\$ _____
Education Discount:	_____ %
Education Revenue:	\$ _____
Education Sales Rep:	

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PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:

Make: Sun Solaris

OS: Unix

PROGRAMS:

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Applications	
Will applications be modified:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Will users be accessing modified Apps from the web:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Have all prerequisites been included:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Will users use Fast Forward RPM:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Will applications be hosted:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Indicate database that Apps will run on:	
Indicate CSI for existing prerequisite database and tools:	

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Matthew Angelos
Technology Sales Manager	Richard Lavin
Account Manager	Matthew Angelos
iSD Rep	
Education Sales Rep	Henry Williams
Support Renewals Rep	
Premium Support Rep	
Is there a teaming agreement?	<input type="checkbox"/> Yes (if yes, list all appropriate reps) <input checked="" type="checkbox"/> No
Requester:	Name: Matthew Angelos Business Telephone: 212-508-5597 Cell Phone: 516-319-0155